

# Analyzing Our Craft



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# **Do I believe this person is capable?**

## **How do I show it?**

**Asking what they need vs supplying the agenda.**

**Asking their ideas first vs driving to our solution first.**

**Allowing space for thought vs rescuing from discomfort.**

**Asking exploration question vs asking mostly information.**

**Asking one, open question at a time vs stacking and explaining.**

# **Sense of Self**

I need to be understood.

I need to solve the problem.

I need to be seen as an expert.

I need to help this person feel comfortable.

I need to be admired.

I need to make sure this is resolved for them before we run out of time.

**What is your need?**

**How do you know your need is  
showing up in the session?**

**What do you want to do in response?**